



**Project Preparation Assistance:
Planning for Agricultural
Infrastructure Investment**

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Our Mission



- ❖ Advance economic development and U.S. commercial interests in developing and middle-income countries.
- ❖ Support modern infrastructure and a fair and open trading environment.



USTDA's Dual Mission



- ❖ Foreign Assistance Agency
 - ❖ Grant-making agency
 - ❖ Development-oriented
 - ❖ Responsive to priorities in host country
- ❖ Trade Promotion Agency
 - ❖ Supports U.S. commercial interests



U.S. Trade & Development Agency

- Significant U.S. exports
- Export multiplier of 35
 - USTDA spends \$1 → \$35 U.S. exports
- Grant
 - \$300,000 → \$10 million+ U.S. exports



U.S. Trade & Development Agency

- Infrastructure
- Technology Transfer & Productivity Improvements
- Human Capacity Building
- Market-Oriented Reform



USTDA Program Activities

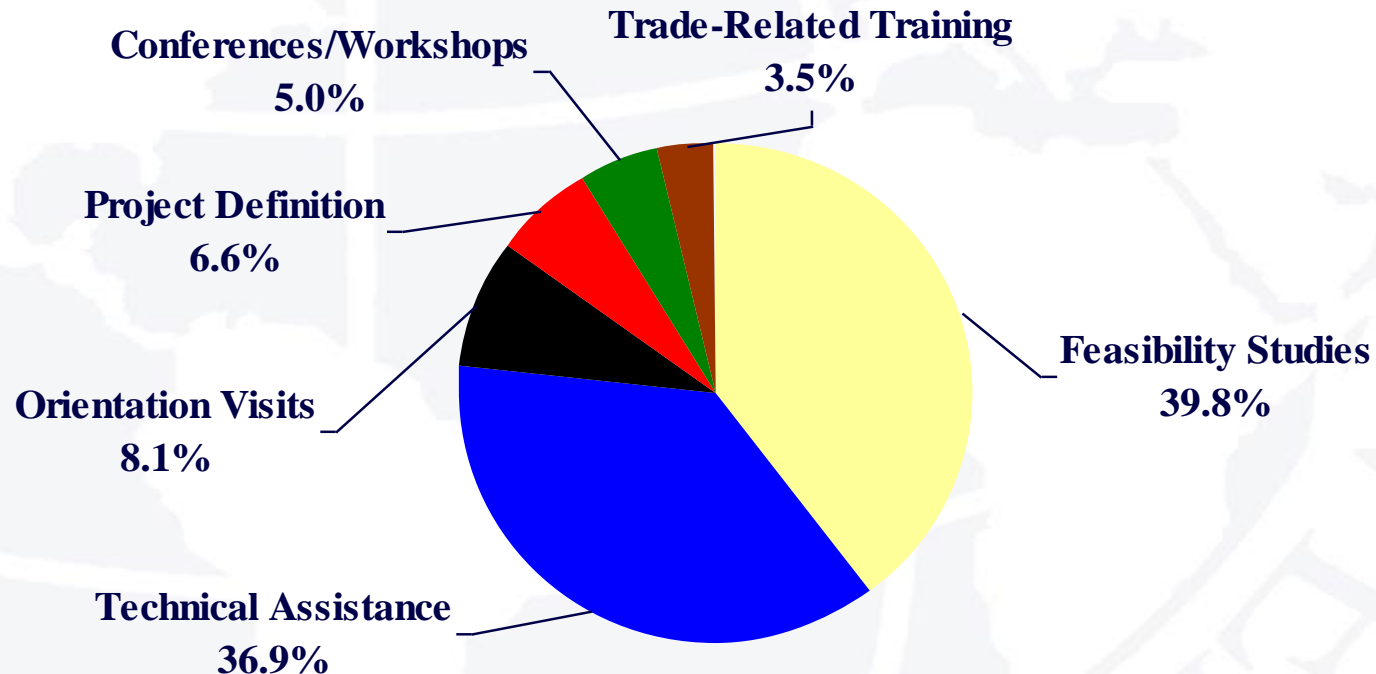
USTDA's foreign assistance provides commercial solutions to development challenges through funding for:

- ❖ **Investment Analyses / Feasibility Studies**
 - ❖ **Sector Development / Technical Assistance**
 - ❖ **Orientation Visits (Reverse Trade Missions)**
 - ❖ **Conferences / Workshops**
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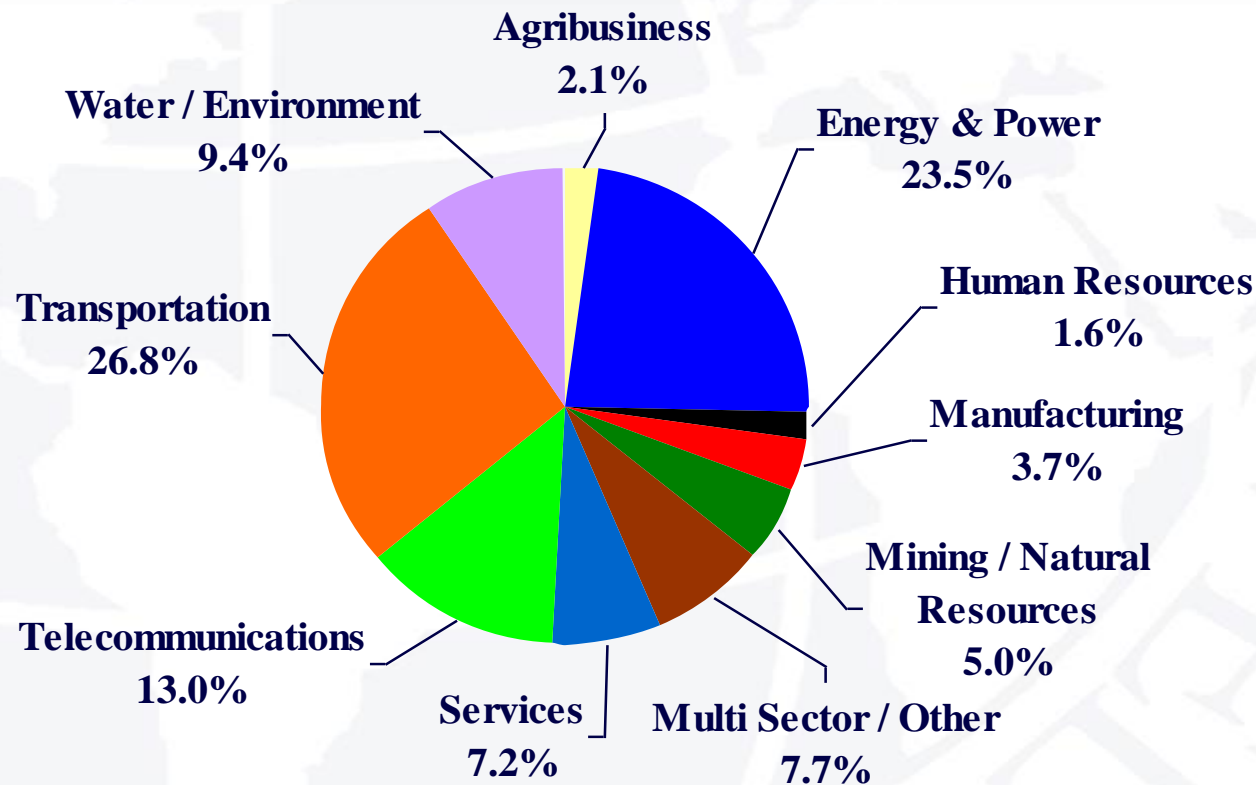
USTDA Activities

(As a Percentage of USTDA's FY2008 Program Budget)



USTDA By Sector

(As a Percentage of USTDA's FY2008 Program Budget)



USTDA Regions



USTDA Sub-Saharan Africa Fact Sheet

- ◆ Sub-Saharan Africa receives about 20% of USTDA's funding worldwide.
 - ◆ Approximately \$10 million per year in grant funding for the region.
 - ◆ USTDA funds about 25 assistance projects and studies each year in the region.
 - ◆ The average grant is about \$400,000.
 - ◆ USTDA has funded projects in 37 countries throughout the region.
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Trade Capacity Building



Supporting efficient port operations

- ❖ Promotes the development of infrastructure necessary to support trade.
- ❖ Supports the negotiation of and compliance with U.S. free trade agreements and multilateral trade agreements.



Sector Development

Technical Assistance:

- ❖ Development of sector strategies, industry standards, and legal and regulatory regimes.
- ❖ Adoption of market-opening policies and procedures that promote a favorable business and trade environment.



**Expanding Access to Information
and Communications Technology
in Nigeria**



Sector Development

Workshops and Conferences:

- ❖ USTDA organizes sector or project specific business conferences and workshops.
- ❖ Events connect overseas project sponsors with U.S. firms and entities
- ❖ Project-specific training that yields legislative, policy, regulatory, and/or commercial outcomes.



Supporting Cold Chain
Infrastructure Development in India



Investment Analysis

Potential Lender and Investor Analysis:

❖ Evaluation of Infrastructure Development Projects

- Technical
- Financial
- Legal
- Environmental



Roeslein & Associates won a manufacturing contract following a USTDA grant in Nigeria



Investment Analysis

Orientation Visits:

- ❖ USTDA brings foreign project sponsors to the United States to observe the design, manufacture, and operation of U.S. products and services.



Orientation Visits provide valuable project development information



Project Definition

USTDA contracts with U.S. small businesses to enhance project definition, supply preliminary assessments, and provide due diligence for proposed projects.

Desk Studies (DS)

Quick analysis that is produced within the United States.

Definitional Missions (DM)

Detailed evaluations involving travel to a designated region.



Recent USTDA Agricultural Sector Activities

- ◆ Burkina Faso: Sanitary and Phytosanitary Technical Assistance (\$320,000)
 - ◆ Cameroon: Camlait/Codilait Feasibility Study (\$345,000)
 - ◆ Ghana: Agricultural Equipment Leasing Feasibility Study (\$360,000)
 - ◆ India: Cold Chain Infrastructure Training (\$500,000)
 - ◆ Nigeria: Kano State Agro-processing Investment Analysis (\$116,000)
 - ◆ Nigeria: Aluminum Can Manufacturing Feasibility Study (\$251,000)
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USTDA Funding Criteria

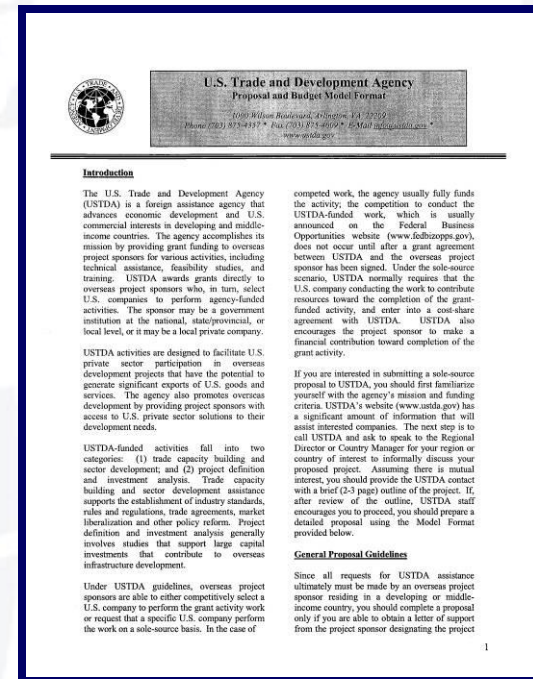
USTDA evaluates projects based on the following criteria:

- ◆ Developmental priority to the host country;
 - ◆ Likelihood of receiving implementation financing; and
 - ◆ Significant opportunity for the sale of U.S. technology and services.
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Requesting USTDA Funding

- ❖ No formal application procedure. Model Proposal Format can be found at www.ustda.gov.
- ❖ Requests can be made year-round.
- ❖ Requests may come from a foreign entity or project sponsor, or from a U.S. firm interested in the project.
- ❖ Public and private overseas entities are eligible for assistance.



How USTDA Works

1. Approach USTDA with project idea
2. USTDA commissions U.S. technical consultant to review idea (Desk Study or Definitional Mission)
3. USTDA provides grant to host country project sponsor
4. Opportunity is either competed through U.S. federal procurement website or is a sole-sourced, cost-shared activity
5. Project sponsor contracts with U.S. firm
6. Project milestones trigger USTDA payment to U.S. firm
7. Report provided to project sponsor



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